



**DW & ASSOCIATES**

On-Site Sales Office  
Indian Ridge Clubhouse  
76-375 Country Club Dr  
Palm Desert CA 92211

Bennion Deville Homes  
Indian Wells Luxury Division  
74-910 Highway 111  
Indian Wells CA 92210

(760) 776-7070  
realestate@dwateam.com

[www.dianewilliamsandassociates.com](http://www.dianewilliamsandassociates.com) | caDRE#01364828

Hope this letter finds you and your loved ones healthy and summer has treated you well despite our record temperatures. As the nation's economy shut down in March due to the global pandemic, false predictions of a real estate market collapse ran rampant with many forecasting a 15-20% decline in sales. Now, six months later, we can tell you the state of our market reacted in the total opposite direction. Real Estate has bounced back stronger than pre-pandemic levels with summer being the new spring. Over the summer, the flood gates opened, and the pent-up demand led to record breaking sales. According to Fannie Mae, they are predicting 2020 home sales to be 1.3% higher than in 2019 and The National Association of Realtors (NAR) is predicting a 1.1% gain.

In the Coachella Valley, we have felt the influx of home buyers, many from LA, San Diego, San Francisco and other neighboring urban areas. Buyers are seeking either a permanent residence or a vacation home within driving distance from their main home. The health crisis has brought to light the reevaluation of square footage and floor plans, since working from home is the new norm and can be done from anywhere, buyers are trading in city life for a more relaxed climate. Needs are changing with the importance of office space, multi-purpose rooms, home gyms and space for family being more valuable than ever.

The out of state buyers have yet to return to the desert and when they do arrive, there will be an even greater demand for properties. Currently, highly updated homes are experiencing multiple offers within 48 hours of going active on the market. Sellers in this market should expect to go active in the MLS prior to accepting an offer to make sure they are getting the highest price possible for their home.

Nationally there are 39% fewer homes for sale today than there was same time last year. Inventory across Southern California including the Coachella Valley is at an all-time low which in conjunction with low interest rates is helping to drive home values up. As of October 1<sup>st</sup>, there were only 1995 homes actively on the market, a 27% decrease from October 2019 and far below what we have seen in previous years.

This past summer has been a very encouraging market at Indian Ridge. There were 30 homes sold this 3<sup>rd</sup> quarter compared to 16 homes in 3<sup>rd</sup> quarter 2019, almost double. The 30 homes were split down the middle with 15 in the HOA and 15 in the PUD. We have not seen this many home sold in 3<sup>rd</sup> quarter since 2003. Year - to - date, Indian Ridge has sold 68 homes, compared to 2019, we sold 69 homes year to date. Considering we were in a standstill for 4 to 6 weeks when the stay at home orders first started, Indian Ridge has shown a strong recovery and will

likely surpass the previous year. Average homes sales were up 12.2% in the 3<sup>rd</sup> quarter with increases of 5.8% for the PUD homes and 11.2% for HOA homes.

According to the Country Club Home Sales Appreciation Chart, 13 of the 19 clubs we track are on target to sell more homes this year compared to 2019. Clubs like Mountain View and Rancho La Quinta have already surpassed sales from last year and many other clubs are on target to meeting or almost meeting last year's numbers. Looking back on previous quarterly reports, we have not seen sales this strong in all clubs in quite some time.

"Coachella Valley Total Homes Sales Evaluation" shows a total of 3,352 homes sold in 3<sup>rd</sup> quarter 2020, which is a 41% increase from 3<sup>rd</sup> quarter 2019. This is a tremendous increase when you think of the weeks no homes were going into escrow or closing. Of the 3,352 homes, 10.4% were homes priced over \$1 million, the highest since 2007. Home sales for properties priced under \$500,000 are the lowest we have seen, representing 59% of the market which indicates the lack of inventory at this price point. All indications point to a boom in our market for the foreseeable future.

This market is exciting, and we are very enthusiastic about this upcoming quarter. Experts are predicting a strong 4<sup>th</sup> quarter which will carry into the beginning of 2021. The desire to leave metro markets seeking more affordable lower density cities will keep our desert market forging forward. If you are considering selling your home, the time is now. With inventory low you have less competition and a large audience of eager and ready buyers.

Our team will be happy to meet with you via phone, Zoom or safely in person to discuss your real estate needs. We are passionate about what we do for our buyers and sellers and would love the opportunity to meet with you. We have spent the last few months working on new marketing materials and can't wait to share them with you in the upcoming weeks. We are honored to serve our community and proud of our accomplishments as the On-Site Sales Office of Indian Ridge. We look forward to finishing a strong 2020!

*Sincere regards,  
The team of DW & Associates  
Diane, Allison, Heather, Terrie, Barry, Kristeen, Laura, and Frank*



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system. If your home is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's listings. This report is meant to be informational and helpful.

**Indian Ridge Country Club Sales**  
**January 1, 2020 to September 30, 2020**

*Yellow highlighted homes indicate DW & Associates Represented Buyer or Seller*  
*Blue highlighted homes indicate DW & Associates represented BOTH Buyer and Seller*

**SOLD**

<b>Address</b>	<b>Floor plan</b>	<b>Sq/Ft</b>	<b>Bd/Ba</b>	<b>Exposure</b>	<b>P/S</b>	<b>\$/SF</b>	<b>Date</b>	<b>Sold Price</b>
537 Falcon View	Acacia 2	1706	2/2	South	No	\$287	3/12/20	\$490,000
804 Red Arrow	Acacia 2	1706	2/2	North	No	\$217	8/14/20	\$350,000
702 Red Arrow	Acacia 3	1,903	3/2	North	No	\$284	6/1/20	\$540,000
543 Falcon View	Acacia 3	1,903	3/2	South	No	\$241	7/30/20	\$447,500
482 Red Arrow	Acacia 3	1,903	3/2	North	No	\$242	7/27/20	\$400,000
413 Desert Holly	Acacia 4	2,182	3/3.5	South	No	\$227	2/19/20	\$420,000
526 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$293	4/23/20	\$639,000
560 Red Arrow	Acacia 4	2,182	3/3.5	North	Yes	\$293	4/15/20	\$640,000
834 Red Arrow	Acacia 4	2,182	3/3.5	North	No	\$261	9/17/20	\$550,000
508 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$202	9/04/20	\$428,000
709 Box Canyon	Acacia 4	2,182	3/3.5	South	No	\$291	7/20/20	\$635,000
805 Box Canyon	Acacia 5	2,368	3/3.5	South	No	\$260	3/5/20	\$615,000
533 Desert Holly	Acacia 5	2,368	3/3.5	South	No	\$274	3/19/20	\$650,000
822 Red Arrow	Acacia 5	2,368	3/3.5	North	No	\$230	7/01/20	\$475,000
737 Arrowhead	Bougainvillea 1/Casita	2,736	4/4.5	West	Yes	\$289	3/16/20	\$790,000
900 Hawk Hill	Bougainvillea 1	2,430	3/3.5	East	Yes	\$253	3/31/20	\$580,000
367 Tomahawk	Bougainvillea 1	2,430	3/3.5	West	No	\$253	1/9/2020	\$615,000
301 Tomahawk	Bougainvillea 1	2,430	3/3.5	East	Spa	\$309	9/16/20	\$750,000
900 Hawk Hill	Bougainvillea 1	2,430	3/3.5	North	Yes	\$323	9/3/20	\$785,000
767 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	No	\$284	3/31/20	\$780,000
747 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	Yes	\$319	1/16/20	\$875,000
647 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$273	8/19/20	\$725,000
638 Mesa Grande	Bougainvillea 2	2,742	3/3.5	East	No	\$290	9/11/20	\$740,000
679 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$284	8/07/20	\$745,000
654 Mesa Grande	Bougainvillea 2	2,742	3/3.5	East	Spa	\$279	9/10/20	\$765,000
410 Gold Canyon	Bougainvillea 2	2,742	3/3.5	North	Yes	\$343	7/6/20	\$900,000
840 Mission Creek	Bougainvillea 3	2,217	3/3	East	No	\$271	5/11/20	\$640,000
883 Mission Creek	Jacaranda 1	4,575	4/4.5	West	Yes	\$361	3/13/20	\$1,650,000
905 Hawk Hill	Jacaranda 1	4,575	4/4.5	South	Yes	\$459	9/16/20	\$2,100,000
858 Firedance	Jacaranda 2	4,580	4/4.5	North	Yes	\$371	8/4/20	\$1,700,000
157 Rain Bird	Mesquite 3	1,968	3/2	South	No	\$279	7/21/20	\$540,000
273 Desert Holly	Palo Verde 2	2,508	3/3.5	West	Yes	\$269	4/3/20	\$675,000
382 White Horse	Palo Verde 3	2,712	3/3.5	South	Yes	\$279	3/13/20	\$77,500
304 White Horse	Palo Verde 3	2,712	3/3.5	East	No	\$258	2/25/20	\$678,000
341 White Horse	Palo Verde 3	2,712	3/3.5	North	No	\$230	2/10/20	\$625,000
316 White Horse	Palo Verde 3	2,712	3/3.5	East	No	\$196	7/30/20	\$531,300
216 Eagle Dance	Palo Verde 5/Casita	3,310	4/4.5	East	Yes	\$227	2/28/20	\$675,000
165 White Horse	Palo Verde 5/Casita	3,310	4/4.5	South	Yes	\$332	2/4/20	\$1,050,000
640 Snow Creek	Ocotillo 1	3,082	3/3.5	East	Yes	\$344	2/14/20	\$985,000
708 Mission Creek	Ocotillo 1	3,082	3/3.5	North	Yes	\$396	6/30/20	\$1,220,000
824 Mission Creek	Ocotillo 1	3,082	3/3.5	North	Yes	\$446	9/18/20	\$1,375,000
344 Tomahawk	Ocotillo 1/Casita	3,371	4/4.5	East	No	\$306	3/4/20	\$1,030,000
181 Tomakawk	Ocotillo 1/Casita	3,371	4/4.5	South	Yes	\$423	6/30/20	\$1,425,000
765 Mission Creek	Ocotillo 1/Casita	3,371	4/4.5	East	Spa	\$282	8/10/20	\$952,210
876 Mesa Grande	Ocotillo 1/Casita	3,371	4/4.5	North	No	\$322	8/10/20	\$1,085,000
181 Tomakawk	Ocotillo 1/Casita	3,371	4/4.5	South	Yes	\$445	6/20/20	\$1,425,000
588 Elk Clover	Ocotillo 2	3,255	3/3.5	East	Yes	\$286	1/6/20	\$930,000
903 Mesa Grande	Ocotillo 2	3,255	3/3.5	South	No	\$322	2/27/20	\$1,049,000
776 Mission Creek	Ocotillo 2	3,255	3/3.5	West	Yes	\$292	6/16/20	\$950,000
943 Mesa Grande	Ocotillo 2	3,255	3/3.5	South	Yes	\$296	6/24/20	\$965,000
692 Mission Creek	Ocotillo 2/Casita	3,576	4/4.5	West	Yes	\$280	1/9/20	\$1,000,900
793 Mission Creek	Ocotillo 2/Casita	3,541	4/4.5	South	Spa	\$381	1/28/20	\$1,350,000
990 Snow Creek	Ocotillo 2/Casita	3,541	4/4.5	East	Yes	\$280	6/2/20	\$1,000,000
332 Tomahawk	Ocotillo 3/Casita	3,541	4/4.5	East	Yes	\$407	7/1/20	\$1,575,000
830 Deer Haven	Smoketree 1	2,392	3/3	North	No	\$271	8/11/20	\$625,000
871 Red Arrow	Smoketree 2	2,682	3/3.5	South	No	\$410	7/7/20	\$1,100,000
850 Deer Haven	Smoketree 3	3,102	3/3.5	North	No	\$261	4/27/20	\$809,000
241 Arrowhead	Smoketree 3	3,102	3/3.5	West	No	\$276	9/28/20	\$855,000
331 Arrowhead	Smoketree 4	3,402	3/3.5	West	No	\$185	3/2/20	\$630,000
191 Desert Holly	Smoketree 4	3,402	3/3.5	West	Yes	\$232	3/20/20	\$790,000
689 Red Arrow	Smoketree 4	3,402	3/3.5	South	No	\$228	6/12/20	\$775,000
240 Desert Holly	Smoketree 4	3,402	3/3.5	East	Yes	\$235	6/25/20	\$800,000
200 Desert Holly	Smoketree 4	3,402	3/3.5	East	Yes	\$306	8/19/20	\$1,040,000
930 Deer Haven	Smoketree 5	3,562	4/4.5	North	No	\$225	6/30/20	\$800,000
761 Deer Haven	Smoketree 5	3,562	4/4.5	South	Yes	\$323	8/19/20	\$1,150,000
839 Red Arrow	Smoketree 5	3,757	3/4	South	Yes	\$248	8/28/20	\$930,000
958 Fire Dance	Toscana Prototype	5,400	4/4.5	West	Yes	\$519	6/30/20	\$2,800,000
978 Fire Dance	Toscana Prototype	4,910	4/4.5	West	Yes	\$397	7/2/20	\$1,950,000

**PENDING - IN ESCROW**

<b>Address</b>	<b>Floor plan</b>	<b>Sq/Ft</b>	<b>Bd/Ba</b>	<b>Exposure</b>	<b>P/S</b>	<b>\$/SF</b>	<b>Date</b>	<b>Listing Price</b>
302 Desert Holly	Acacia 1	1,536	3/2	East	No	\$280	9/29/20	\$430,000
485 Desert Holly	Acacia 4	2,182	3/3.5	South	Yes	\$266	9/22/20	\$579,900
425 Desert Holly	Acacia 4	2,182	3/3.5	South	No	\$270	9/18/20	\$589,900
323 Indian Ridge	Acacia 5	2,368	3/3.5	West	No	\$327	8/21/20	\$775,000
701 Indian Ridge	Acacia 5	2,368	3/3.5	West	Spa	\$298	9/4/20	\$725,000
770 Snow Creek	Bougainvillea 2	2,742	3/3.5	East	Spa	\$346	9/19/20	\$949,000
101 Rain Bird	Mesquite 4	2,197	3/3.5	South	Spa	\$246	8/10/20	\$539,000
250 White Horse	Palo Verde 3	2,712	3/3.5	North	Spa	\$267	9/30/20	\$725,000
781 Mission Creek	Ocotillo 1	3,082	3/3.5	East	Yes	\$406	9/18/20	\$1,250,000
507 Arrowhead	Ocotillo 1	3,082	3/3.5	West	No	\$318	9/14/20	\$979,000
360 Tomahawk	Ocotillo 2	3,255	3/3.5	East	Yes	\$264	9/9/20	\$859,000
336 Tomahawk	Ocotillo 2/Casita	3,576	4/4.5	East	No	\$307	9/23/20	\$1,099,000
241 Arrowhead	Smoketree 3	3,102	3/3.5	West	No	\$280	9/5/20	\$869,000



*All information gathered from the California Desert Association of REALTORS® FlexMLS is deemed reliable but not guaranteed.*  
 DW & Associates, Heather Wong CalDRE 01991637 | Bennion Deville Homes CalDRE 01325548  
[www.DianeWilliamsAndAssociates.com](http://www.DianeWilliamsAndAssociates.com) | (760) 776-7070 | [realestate@dwateam.com](mailto:realestate@dwateam.com)



## Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price					% of Change 2019	Total # of Homes Sold				
	2017	2018	2019	2020	2017		2018	2019	2020	% of 2019 Sales	
	Total	Total	Total	Total	Total		Total	Total	YTD		
Desert Horizons	\$ 621,453	\$ 667,124	\$ 579,296	\$ 628,900	8.6%	47	34	38	35	92%	
Indian Ridge	\$ 753,411	\$ 742,663	\$ 789,432	\$ 885,613	12.2%	79	85	84	68	81%	
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,003,279	\$ 1,061,240	5.8%	42	40	37	34	92%	
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 621,083	\$ 690,472	11.2%	37	45	47	34	72%	
Indian Wells	\$ 586,555	\$ 668,956	\$ 761,547	\$ 781,499	2.6%	149	121	91	80	88%	
Ironwood	\$ 483,872	\$ 534,231	\$ 659,877	\$ 509,321	-22.8%	87	89	75	53	71%	
Mission Hills	\$ 498,406	\$ 511,697	\$ 719,132	\$ 687,637	-4.4%	137	131	126	68	54%	
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,082,682	\$ 1,233,125	13.9%	22	35	28	16	57%	
Mountain View	\$ 786,151	\$ 791,081	\$ 823,766	\$ 916,108	11.2%	43	52	28	36	129%	
Palm Valley	\$ 344,909	\$ 341,983	\$ 371,905	\$ 376,948	1.4%	95	75	95	61	64%	
PGA West	\$ 593,544	\$ 609,802	\$ 661,445	\$ 698,420	5.6%	267	261	247	241	98%	
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 848,608	\$ 813,556	-4.1%	78	61	68	73	107%	
The Lakes	\$ 330,915	\$ 316,602	\$ 357,981	\$ 379,429	6.0%	73	79	79	47	59%	
The Springs	\$ 492,013	\$ 557,023	\$ 598,277	\$ 577,628	-3.5%	91	90	77	75	97%	
Andalusia	\$ 1,476,808	\$ 1,439,578	\$ 1,581,415	\$ 1,525,000	-3.6%	26	32	27	29	107%	
Bighorn	\$ 3,339,333	\$ 3,949,071	\$ 3,688,519	\$ 3,881,762	5.2%	21	35	31	27	87%	
Hideaway	\$ 2,183,523	\$ 2,434,571	\$ 2,436,377	\$ 2,400,526	-1.5%	22	28	45	39	87%	
Reserve	\$ 2,153,136	\$ 1,755,000	\$ 2,176,607	\$ 1,901,555	-12.6%	22	11	14	16	114%	
Toscana	\$ 1,842,381	\$ 1,956,374	\$ 2,161,059	\$ 1,882,314	-12.9%	30	38	39	25	64%	
Tradition	\$ 2,603,269	\$ 2,409,432	\$ 2,449,045	\$ 2,129,750	-13.0%	13	23	22	14	64%	
Vintage	\$ 2,380,824	\$ 2,053,587	\$ 2,218,181	\$ 2,915,714	31.4%	17	23	22	19	86%	

DW & Associates, Heather Wong, CaDRE #01991637  
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# Sales Update by Cities

<i>Area</i>	<i>2019 3rd Qtr Sales</i>	<i>2020 3rd Qtr Sales</i>	<i>% Change Qtr Sales</i>	<i>2019 3rd Qtr Avg Price</i>	<i>2020 3rd Qtr Avg Price</i>	<i>% Change Avg Price</i>	<i>2020 3rd Qtr DOM</i>	<i>2020 3rd Qtr LP/SP</i>
Coachella Valley	2,489	3,352	34.7%	\$ 466,795	\$ 580,882	24.4%	74	98.03%
Bermuda Dunes	42	50	19.0%	\$ 434,369	\$ 405,034	-6.8%	80	97.22%
Indian Wells	72	122	69.4%	\$ 1,035,567	\$ 966,332	-6.7%	100	95.44%
Indio Central	59	89	50.8%	\$ 301,763	\$ 365,789	21.2%	63	99.03%
La Quinta North	58	66	13.8%	\$ 392,515	\$ 444,330	13.2%	44	100.06%
La Quinta South	301	528	75.4%	\$ 602,097	\$ 765,419	27.13%	89	97.41%
Palm Desert East	165	239	44.8%	\$ 373,878	\$ 424,117	13.44%	75	97.28%
Palm Desert North	131	144	9.9%	\$ 423,930	\$ 420,210	-0.88%	69	97.78%
Palm Desert South	94	161	71.3%	\$ 576,361	\$ 693,175	20.27%	90	97.68%
Palm Springs Central	153	222	45.1%	\$ 577,323	\$ 776,195	34.45%	63	98.35%
Palm Springs North	156	225	44.2%	\$ 403,803	\$ 479,398	18.72%	63	99.11%
Palm Springs South	248	321	29.4%	\$ 517,104	\$ 645,543	24.84%	61	98.45%
Rancho Mirage	213	362	69.95%	\$ 671,427	\$ 711,145	5.92%	89	97.18%
Sun City	56	54	-3.6%	\$ 257,414	\$ 265,742	3.24%	35	100.13%

3rd Quarter of 2019 compared to 3rd Quarter of 2020

Lp/Sp = List Price to Sales Price

DOM = Days on Market



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# Coachella Valley Total Home Sales Evaluation

	Total Sales	<\$500,000		>\$500,000		<\$1 Million		> \$1 Million	
2004	12,418	9,789	78.8%	2,629	21.2%	11,929	96.1%	489	3.9%
2005	10,953	7,653	69.9%	3,302	30.1%	10,223	93.3%	720	6.6%
2006	7,608	5,066	66.6%	2,551	33.5%	6,906	90.8%	703	9.2%
2007	5,957	3,862	64.8%	2,097	35.2%	5,377	90.3%	581	9.8%
2008	7,292	5,825	79.9%	1,469	20.1%	6,885	94.4%	408	5.6%
2009	9,467	8,413	88.9%	1,055	11.1%	9,229	97.5%	238	2.5%
2010	9,402	8,143	86.6%	1,270	13.5%	9,061	96.4%	343	3.6%
2011	9,812	8,715	88.8%	1,293	13.2%	9,692	98.8%	315	3.2%
2012	10,081	8,648	85.8%	1,433	14.2%	9,698	96.2%	383	3.8%
2013	9,556	7,779	81.4%	1,778	18.6%	9,113	95.4%	443	4.6%
2014	8,387	6,538	78.0%	1,857	22.1%	7,916	94.4%	477	5.7%
2015	8,470	6,623	78.2%	1,773	20.9%	7,933	93.7%	462	5.5%
2016	8,938	6,982	78.1%	1,983	22.2%	8,458	94.6%	481	5.5%
2017	10,081	7,594	75.3%	2,486	24.6%	9,480	94.0%	601	5.9%
2018	10,295	7,502	72.9%	2,776	27.0%	9,614	93.4%	676	6.6%
2019	9,787	6,829	69.8%	2,922	29.9%	9,048	92.4%	739	7.6%
1st Quarter 2015	2,041	1,592	78.0%	450	22.0%	1,908	93.5%	133	6.5%
2nd Quarter 2015	2,618	2,048	78.2%	570	21.8%	2,456	93.8%	162	6.2%
3rd Quarter 2015	1,957	1,586	81.0%	371	19.0%	1,879	96.0%	78	4.0%
4th Quarter 2015	1,854	1,387	74.8%	382	20.6%	1,680	90.6%	89	4.8%
1st Quarter 2016	2,042	1,590	77.9%	452	22.1%	1,908	93.4%	134	6.6%
2nd Quarter 2016	2,755	2,141	77.7%	620	22.5%	2,598	94.3%	158	5.7%
3rd Quarter 2016	2,155	1,690	78.4%	486	22.6%	2,056	95.4%	100	4.6%
4th Quarter 2016	1,986	1,561	78.6%	425	21.4%	1,896	95.5%	89	4.5%
1st Quarter 2017	2,479	1,846	74.5%	633	25.5%	2,307	93.1%	172	6.9%
2nd Quarter 2017	3,043	2,292	75.3%	751	24.7%	2,841	93.4%	202	6.6%
3rd Quarter 2017	2,277	1,734	76.2%	543	23.8%	2,165	95.1%	112	4.9%
4th Quarter 2017	2,282	1,722	75.5%	559	24.5%	2,167	95.0%	115	5.0%
1st Quarter 2018	2,464	1,762	71.5%	682	27.7%	2,274	92.3%	183	7.4%
2nd Quarter 2018	3,094	2,171	70.2%	924	29.9%	2,834	91.6%	260	8.4%
3rd Quarter 2018	2,702	2,094	77.5%	610	22.6%	2,586	95.7%	117	4.3%
4th Quarter 2018	2,035	1,475	72.5%	560	27.5%	1,920	94.3%	116	5.7%
1st Quarter 2019	2,212	1,533	69.3%	668	30.2%	2,021	91.4%	185	8.4%
2nd Quarter 2019	2,959	2,021	68.3%	928	31.4%	2,708	91.5%	242	8.2%
3rd Quarter 2019	2,376	1,723	72.5%	660	27.8%	2,240	94.3%	142	6.0%
4th Quarter 2019	2,140	1,481	69.2%	659	30.8%	1,991	93.0%	151	7.1%
1st Quarter 2020	2,396	1,568	65.4%	828	34.6%	2,181	91.0%	215	9.0%
2nd Quarter 2020	1,778	1,117	62.8%	661	37.2%	1,609	90.5%	168	9.4%
3rd Quarter 2020	3,352	1,977	59.0%	1375	41.0%	3,011	89.8%	347	10.4%

DW & Associates, Heather Wong, CalDRE #01991637  
 (760) 776-7070 | realestate@dwteam.com | www.DianeWilliamsAndAssociates.com



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## Country Club Home Sales

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020 YTD
Desert Horizons	17	20	24	45	35	40	37	35	36	47	34	38	35
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	84	68
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	91	80
Ironwood	44	40	46	67	65	77	74	57	52	87	89	75	53
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	126	65
Morningside	21	15	19	17	20	39	19	23	24	22	35	28	16
Mountain View	39	44	47	37	29	33	26	32	35	43	52	28	36
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	95	61
PGA West	161	133	161	181	213	230	217	175	228	265	261	247	241
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	68	73
The Lakes	45	31	43	46	56	53	77	45	49	73	79	79	47
The Springs	44	37	29	50	54	53	71	40	68	91	90	77	75

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Average 2020	Average 2020 \$/SF
Desert Horizons	\$ 765,000	\$ 575,525	\$ 537,708	\$ 484,544	\$ 583,500	\$ 557,945	\$ 563,532	\$ 514,119	\$ 573,647	\$ 621,453	\$ 667,124	\$ 579,296	\$ 640,443	219
Indian Ridge	\$ 1,010,000	\$ 735,164	\$ 826,778	\$ 725,823	\$ 685,705	\$ 891,670	\$ 871,969	\$ 766,490	\$ 700,008	\$ 753,411	\$ 742,663	\$ 789,432	\$ 890,548	291
Indian Wells	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 653,693	\$ 586,555	\$ 668,956	\$ 761,547	\$ 769,097	271
Ironwood	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 439,924	\$ 483,872	\$ 534,231	\$ 659,877	\$ 535,045	274
Mission Hills	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 497,940	\$ 498,406	\$ 511,697	\$ 719,132	\$ 553,267	202
Morningside	\$ 800,000	\$ 976,000	\$ 1,052,921	\$ 939,324	\$ 751,800	\$ 1,132,500	\$ 920,421	\$ 1,006,565	\$ 871,188	\$ 829,830	\$ 1,024,000	\$ 1,082,682	\$ 1,301,868	321
Mountain View	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 765,671	\$ 786,151	\$ 791,081	\$ 823,766	\$ 916,027	268
Palm Valley	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 321,678	\$ 344,909	\$ 341,983	\$ 371,905	\$ 380,731	231
PGA West	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 602,043	\$ 592,371	\$ 609,802	\$ 661,445	\$ 700,408	248
Rancho La Quinta	\$ 945,000	\$ 855,259	\$ 797,181	\$ 742,050	\$ 700,000	\$ 847,316	\$ 851,281	\$ 882,847	\$ 826,208	\$ 868,804	\$ 849,570	\$ 848,608	\$ 800,472	275
The Lakes	\$ 495,000	\$ 454,152	\$ 388,593	\$ 397,880	\$ 338,938	\$ 447,169	\$ 322,179	\$ 311,867	\$ 303,726	\$ 330,915	\$ 316,602	\$ 357,981	\$ 367,985	178
The Springs	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 488,184	\$ 492,013	\$ 575,023	\$ 598,277	\$ 611,067	208

DW & Associates, Heather Wong, CaIDRE #01991637  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



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## Average Price Range of Homes Sold in Country Clubs

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Desert Horizons</b>														
Lowest Sales	\$ 425,000	\$ 440,000	\$ 330,000	\$ 285,000	\$ 210,000	\$ 233,000	\$ 250,000	\$ 315,000	\$ 249,000	\$ 327,000	\$ 300,000	\$ 410,000	\$ 323,000.00	\$ 364,000.00
Highest Sales	\$ 1,560,000	\$ 1,950,000	\$ 1,700,000	\$ 1,100,000	\$ 1,290,000	\$ 1,700,000	\$ 761,500	\$ 1,070,000	\$ 1,215,000	\$ 1,750,000	\$ 1,185,000	\$ 1,150,000	\$ 1,156,700.00	\$ 1,475,000.00
<b>Indian Wells</b>														
Lowest Sales	\$ 450,000	\$ 308,000	\$ 122,000	\$ 90,000	\$ 79,000	\$ 80,000	\$ 64,500	\$ 89,000	\$ 95,500	\$ 103,000	\$ 78,000	\$ 114,900	\$ 139,900.00	\$ 140,000.00
Highest Sales	\$ 2,350,000	\$ 3,100,000	\$ 2,800,000	\$ 1,650,000	\$ 1,950,000	\$ 2,400,000	\$ 1,250,000	\$ 1,850,000	\$ 2,100,000	\$ 1,450,000	\$ 1,850,000	\$ 2,100,000	\$ 2,300,000.00	\$ 2,300,000.00
<b>Indian Ridge</b>														
Lowest Sales	\$ 495,000	\$ 385,000	\$ 245,000	\$ 350,000	\$ 308,500	\$ 340,000	\$ 449,000	\$ 400,000	\$ 389,000	\$ 380,000	\$ 360,000	\$ 365,000	\$ 407,500.00	\$ 350,000.00
Highest Sales	\$ 2,620,000	\$ 2,400,000	\$ 1,800,000	\$ 1,900,000	\$ 1,950,000	\$ 2,300,000	\$ 1,400,000	\$ 2,730,000	\$ 2,050,000	\$ 1,200,000	\$ 2,200,000	\$ 1,900,000	\$ 2,225,000.00	\$ 2,800,000.00
<b>Ironwood</b>														
Lowest Sales	\$ 275,000	\$ 200,000	\$ 135,000	\$ 120,000	\$ 120,000	\$ 132,000	\$ 145,000	\$ 210,000	\$ 195,000	\$ 194,000	\$ 172,900	\$ 225,000	\$ 218,000.00	\$ 255,000.00
Highest Sales	\$ 3,335,000	\$ 1,800,000	\$ 2,000,000	\$ 1,510,000	\$ 2,312,500	\$ 1,895,000	\$ 1,090,000	\$ 2,025,000	\$ 2,599,000	\$ 1,250,000	\$ 1,465,000	\$ 1,450,000	\$ 2,938,000.00	\$ 2,890,000.00
<b>Mission Hills</b>														
Lowest Sales	\$ 220,000	\$ 182,500	\$ 115,000	\$ 119,000	\$ 94,000	\$ 85,000	\$ 105,000	\$ 120,000	\$ 122,000	\$ 120,000	\$ 97,500	\$ 120,000	\$ 175,000.00	\$ 174,000.00
Highest Sales	\$ 1,865,000	\$ 1,865,000	\$ 2,950,000	\$ 1,800,000	\$ 1,870,600	\$ 2,000,000	\$ 1,750,000	\$ 2,250,000	\$ 3,200,000	\$ 2,600,000	\$ 2,100,000	\$ 2,800,000	\$ 3,200,000.00	\$ 2,999,000.00
<b>Morningside</b>														
Lowest Sales	\$ 692,000	\$ 485,000	\$ 480,000	\$ 525,000	\$ 575,000	\$ 450,000	\$ 660,000	\$ 609,000	\$ 480,000	\$ 499,000	\$ 488,250	\$ 515,000	\$ 615,000.00	\$ 629,900.00
Highest Sales	\$ 1,800,000	\$ 1,850,000	\$ 2,000,000	\$ 2,150,000	\$ 1,745,000	\$ 1,750,000	\$ 1,650,000	\$ 1,375,000	\$ 2,525,000	\$ 1,900,000	\$ 1,600,000	\$ 2,250,000	\$ 2,200,000.00	\$ 2,100,000.00
<b>Mountain View</b>														
Lowest Sales	\$ 577,000	\$ 505,000	\$ 425,000	\$ 288,750	\$ 285,000	\$ 295,000	\$ 320,000	\$ 395,000	\$ 335,000	\$ 325,000	\$ 324,000	\$ 299,000	\$ 450,000.00	\$ 390,000.00
Highest Sales	\$ 1,695,000	\$ 1,600,000	\$ 1,575,000	\$ 1,400,000	\$ 1,250,000	\$ 1,465,000	\$ 1,550,000	\$ 1,350,000	\$ 1,580,000	\$ 1,800,000	\$ 1,325,000	\$ 1,335,000	\$ 1,600,000.00	\$ 1,710,000.00
<b>Palm Valley</b>														
Lowest Sales	\$ 305,000	\$ 150,000	\$ 190,000	\$ 131,500	\$ 120,000	\$ 99,650	\$ 179,000	\$ 128,000	\$ 130,000	\$ 127,500	\$ 145,000	\$ 177,450	\$ 197,000.00	\$ 150,000.00
Highest Sales	\$ 905,000	\$ 915,000	\$ 575,000	\$ 556,000	\$ 595,000	\$ 460,000	\$ 429,000	\$ 725,000	\$ 675,000	\$ 695,000	\$ 549,000	\$ 585,000	\$ 605,000.00	\$ 645,000.00
<b>PGA West</b>														
Lowest Sales	\$ 240,000	\$ 234,500	\$ 156,000	\$ 117,700	\$ 150,000	\$ 700,000	\$ 159,000	\$ 220,000	\$ 160,000	\$ 97,000	\$ 98,000	\$ 75,000	\$ 94,500.00	\$ 225,000.00
Highest Sales	\$ 2,600,000	\$ 2,850,000	\$ 1,840,000	\$ 2,265,000	\$ 2,050,000	\$ 4,250,000	\$ 1,200,000	\$ 2,000,000	\$ 2,700,000	\$ 2,175,000	\$ 1,925,000	\$ 2,500,000	\$ 2,650,000.00	\$ 2,050,000.00
<b>Rancho La Quinta</b>														
Lowest Sales	\$ 385,000	\$ 385,000	\$ 385,000	\$ 250,000	\$ 270,000	\$ 335,000	\$ 400,000	\$ 360,000	\$ 431,300	\$ 400,000	\$ 412,000	\$ 420,000	\$ 405,000.00	\$ 380,000.00
Highest Sales	\$ 2,250,000	\$ 2,100,000	\$ 2,000,000	\$ 1,900,500	\$ 1,450,000	\$ 1,500,000	\$ 1,300,000	\$ 1,550,000	\$ 2,150,000	\$ 1,565,000	\$ 1,725,000	\$ 2,350,000	\$ 1,690,000.00	\$ 1,800,000.00
<b>The Lakes</b>														
Lowest Sales	\$ 385,000	\$ 330,000	\$ 235,000	\$ 205,000	\$ 180,000	\$ 145,000	\$ 225,000	\$ 169,000	\$ 148,000	\$ 155,000	\$ 165,000	\$ 160,000	\$ 177,500.00	\$ 210,000.00
Highest Sales	\$ 965,000	\$ 965,000	\$ 965,000	\$ 700,000	\$ 900,000	\$ 720,000	\$ 799,000	\$ 1,250,000	\$ 710,000	\$ 785,000	\$ 750,000	\$ 720,000	\$ 950,000.00	\$ 725,000.00
<b>The Springs</b>														
Lowest Sales	\$ 525,000	\$ 440,000	\$ 349,000	\$ 268,000	\$ 235,000	\$ 240,000	\$ 420,000	\$ 325,000	\$ 350,000	\$ 300,000	\$ 330,000	\$ 375,000	\$ 365,000.00	\$ 400,000.00
Highest Sales	\$ 1,050,000	\$ 1,150,000	\$ 700,000	\$ 980,000	\$ 950,000	\$ 750,000	\$ 670,000	\$ 730,000	\$ 825,000	\$ 781,000	\$ 790,000	\$ 815,000	\$ 900,000.00	\$ 995,000.00

DW & Associates, Heather Wong, CalDRE #01991637  
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## Country Club Home Sales

Country Club	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Andalusia	2	11	8	18	11	17	44	28	29	32	26	32	27	29
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	31	27
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	45	39
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	14	16
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	39	25
Tradition	12	10	11	20	15	13	18	21	11	15	13	23	22	14
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	22	19

## Average Country Club Home Price and Price Per Square Foot

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2020 \$/Sq Ft
Andalusia	\$2,311,250	\$1,962,182	\$1,336,125	\$1,425,444	\$1,330,116	\$1,289,413	\$1,318,938	\$1,156,391	\$1,416,994	\$1,624,117	\$1,476,808	\$1,439,578	\$1,581,415	\$1,518,022	\$395
Bighorn	\$3,212,500	\$4,050,000	\$4,551,667	\$4,241,560	\$2,578,850	\$3,620,357	\$2,058,000	\$3,392,826	\$2,949,000	\$2,600,833	\$3,339,333	\$3,949,071	\$3,688,519	\$3,703,611	\$614
Hideaway	\$3,080,000	\$2,562,500	\$2,482,500	\$2,249,381	\$2,210,060	\$1,876,173	\$2,755,800	\$2,495,844	\$2,561,481	\$2,492,533	\$2,183,523	\$2,434,571	\$2,436,377	\$2,484,307	\$512
The Reserve	\$2,600,000	\$3,400,000	\$2,900,000	\$2,681,389	\$1,933,333	\$2,048,569	\$3,200,000	\$1,824,929	\$2,231,250	\$2,085,000	\$2,153,136	\$1,755,000	\$2,176,607	\$1,703,937	\$469
Toscana	\$2,248,583	\$2,120,884	\$1,823,333	\$1,707,895	\$1,538,060	\$1,771,672	\$1,902,500	\$1,968,328	\$1,663,107	\$1,611,646	\$1,842,381	\$1,956,374	\$2,161,059	\$1,859,533	\$477
Tradition	\$3,500,000	\$2,555,000	\$2,762,273	\$2,051,675	\$2,338,833	\$2,512,104	\$2,054,000	\$2,437,595	\$2,540,364	\$2,263,133	\$2,603,269	\$2,409,432	\$2,449,045	\$2,212,267	\$483
Vintage	\$3,150,000	\$1,962,500	\$2,880,000	\$1,877,301	\$1,968,147	\$1,669,769	\$999,000	\$2,850,476	\$2,121,988	\$2,011,250	\$2,380,824	\$2,053,587	\$2,218,181	\$2,492,631	\$438

DW & Associates, Heather Wong, CalDRE #01991637  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



Note not all Bighorn properties sold are recorded in the MLS

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## Price Ranges of Country Club Homes Sold

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Andalusia</b>													
Lowest Sales Price	\$ 1,150,000	\$ 955,000	\$ 985,000	\$ 751,000	\$ 755,000	\$ 860,000	\$ 915,000	\$1,050,000.00	\$ 900,000.00	\$ 970,000.00	\$ 939,000.00	\$ 1,000,000.00	\$ 725,000.00
Highest Sales Price	\$ 2,500,000	\$ 1,900,000	\$ 2,175,000	\$ 2,025,000	\$ 2,000,000	\$1,937,500	\$ 1,872,680	\$2,005,000.00	\$2,250,000.00	\$ 2,075,000.00	\$ 1,995,000.00	\$ 2,500,000.00	\$ 2,600,000.00
<b>Bighorn</b>													
Lowest Sales Price	\$ 1,750,000	\$ 1,850,000	\$ 2,150,000	\$ 1,200,000	\$ 1,155,000	\$ 1,200,000	\$ 1,010,000	\$1,065,000.00	\$ 1,100,000.00	\$ 1,499,000.00	\$ 1,350,000.00	\$ 1,420,000.00	\$ 1,000,000.00
Highest Sales Price	\$ 10,600,000	\$11,000,000	\$ 8,500,000	\$ 5,100,000	\$12,300,000	\$2,900,000	\$ 8,900,000	\$7,950,000.00	\$6,550,000.00	\$ 8,115,000.00	\$ 9,975,000.00	\$10,350,000.00	\$ 10,000,000.00
<b>Hideaway</b>													
Lowest Sales Price	\$ 1,420,000	\$ 1,400,000	\$ 950,000	\$ 850,000	\$ 925,000	\$1,816,000	\$ 1,250,000	\$1,540,000.00	\$1,150,000.00	\$ 875,000.00	\$ 950,000.00	\$ 910,000.00	\$ 985,000.00
Highest Sales Price	\$ 3,600,000	\$ 3,650,000	\$ 4,783,000	\$ 6,500,000	\$ 3,300,000	\$3,600,000	\$ 4,650,000	\$6,350,000.00	\$4,200,000.00	\$ 3,885,000.00	\$ 5,100,000.00	\$ 5,750,000.00	\$ 5,100,000.00
<b>The Reserve</b>													
Lowest Sales Price	\$ 1,525,000	\$ 2,900,000	\$ 720,000	\$ 1,125,000	\$ 900,000	\$1,100,000	\$ 940,000	\$1,075,000.00	\$1,250,000.00	\$ 750,000.00	\$ 1,050,000.00	\$ 825,000.00	\$ 960,000.00
Highest Sales Price	\$ 8,100,000	\$ 2,900,000	\$ 5,500,000	\$ 3,000,000	\$ 5,700,000	\$2,300,000	\$ 3,200,000	\$3,200,000.00	\$3,275,000.00	\$ 5,500,000.00	\$ 2,735,000.00	\$ 6,895,000.00	\$ 3,250,000.00
<b>Toscana</b>													
Lowest Sales Price	\$ 1,350,000	\$ 875,000	\$ 950,000	\$ 940,000	\$ 950,000	\$1,250,000	\$ 999,000	\$ 980,000.00	\$1,160,000.00	\$ 1,175,000.00	\$ 1,000,000.00	\$ 975,000.00	\$ 1,000,000.00
Highest Sales Price	\$ 2,900,000	\$ 4,200,000	\$ 5,000,000	\$ 2,700,000	\$ 3,500,000	\$2,500,000	\$ 5,000,000	\$4,049,000.00	\$2,250,000.00	\$ 3,550,000.00	\$ 4,850,000.00	\$ 5,150,000.00	\$ 3,149,000.00
<b>Tradition</b>													
Lowest Sales Price	\$ 1,750,000	\$ 1,425,000	\$ 995,000	\$ 1,300,000	\$ 620,000	\$1,495,000	\$ 1,150,000	\$1,450,000.00	\$1,342,000.00	\$ 1,350,000.00	\$ 1,100,000.00	\$ 950,000.00	\$ 1,375,000.00
Highest Sales Price	\$ 5,850,000	\$ 5,200,000	\$ 3,300,000	\$ 4,500,000	\$ 4,400,000	\$ 232,500	\$ 4,195,000	\$3,800,000.00	\$4,825,000.00	\$ 5,400,000.00	\$ 4,500,000.00	\$ 4,175,000.00	\$ 2,900,000.00
<b>The Vintage</b>													
Lowest Sales Price	\$ 680,000	\$ 500,000	\$ 460,000	\$ 315,000	\$ 350,000	\$ 700,000	\$ 410,000	\$ 500,000.00	\$ 490,000.00	\$ 387,500.00	\$ 400,000.00	\$ 485,000.00	\$ 595,000.00
Highest Sales Price	\$ 7,950,000	\$ 2,880,000	\$ 3,476,204	\$ 6,900,000	\$ 4,100,000	\$4,250,000	\$ 10,450,000	\$4,425,000.00	\$8,000,000.00	\$ 8,700,000.00	\$ 6,000,000.00	\$ 7,800,000.00	\$ 7,500,000.00

**DW & Associates, Heather Wong, CalDRE #01991637**  
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